

The meeting was called to order at 9:00 AM.

Directors present: President Patrick Burgan, President-Elect Cindi Gefert, Treasurer Dennis Gonatas, Past President Jerri Florio, Debbie Barber, Kathy Carroll, Sharon Drummond, Breanna Fitzgerald, Tibitha Matheney, Bernadette Melago, Joe Pavlick, John Potter, Affiliate Director Erik Cromer and Attorney Bryan Ridder.

There were two additions to add to the agenda: Territorial Jurisdiction Request & Dues Billing. It was properly moved and seconded to approve the addition of Territorial Jurisdiction Request & Dues Billing to the New Business. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the December 19th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income & expenses. (Exhibit B)

The membership report was reviewed. There are currently 611 REALTOR® members and 67 Affiliates. In December there were 599 REALTOR® members and 66 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Yvonne Ams, Howard Hanna Poland; Donald Barone, Century 21 Lakeside; Cyndi Montoney, Kelly Warren & Associates; Lindsay Newell, Burgan Real Estate; Andy Pappas, Keller Williams Chervenick; Emily Samsonow, Burgan Real Estate; the following transfers from BCAAR to YCAR: Cindy Best, Real Living Brokers; Brian Blevins, Howard Hanna; Richard Feezle, Howard Hanna; Susan Morgione, Howard Hanna; and the following transfers from WABOR to YCAR: April Conner, EvenBay Real Estate; Krista Monroe, EvenBay Real Estate; Tyler Obradovich, Keller Williams Chervenick; Jessica Oswald, Keller Williams Chervenick; Ann Saadeh, Century 21 Lakeside; Joseph Skowron, EvenBay Real Estate; Joshua Timko, EvenBay Real Estate; Renee Zuzan, Real Living Brokers. **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

YPN Committee: Bernadette Melago

The committee minutes were discussed and filed as is. (Exhibit D)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

There was no old business to discuss today.

New Business:

NAR has released mandated changes to Bylaws Article V Section 5: Continuing Member Code of Ethics Training that were approved at the NAR Board of Directors meeting on November 11th, 2019. All State and Local Associations must adopt this language to maintain their charter with NAR. It was properly moved and seconded to approve adopting the mandated changes in the YCAR Bylaws to the amended language provided by the National Association of Realtors® for Article V Section 5: Continuing Member Code of Ethics Training. **MOTION CARRIED.** (Exhibit E) See the changes below:

Section 5. Continuing Member Code of Ethics Training. Effective January 1, 2019, through December 31, 2021 and for successive three year periods thereafter, each REALTOR® member of the association (with the exception of REALTOR® members granted REALTOR® Emeritus status by the National Association) shall be required to complete ethics training of not less than two (2)

*hours and thirty (30) minutes of instructional time. This requirement will be satisfied upon presentation of documentation that the member has completed a course of instruction conducted by this or another association, the State Association of REALTORS®, the NATIONAL ASSOCIATION OF REALTORS®, which meets the learning objectives and minimum criteria established by the NATIONAL ASSOCIATION OF REALTORS® from time to time. REALTOR® members who have completed training as a requirement of membership in another association and REALTOR® members who have completed the New Member Code of Ethics Orientation during any **three year cycle** shall not be required to complete additional ethics training until a new **three year cycle** commences.*

*Failure to satisfy the required periodic ethics training shall be considered a violation of Membership duty. Failure to meet the requirement in any **three (3) year cycle** will result in suspension of membership for the first two months (January and February) of the year following the end of any **three (3) year cycle** or until the requirement is met, whichever occurs sooner. On March 1 of that year, the membership of a member who is still suspended as of that date will be automatically terminated. (Adopted 1/01, Amended 11/08, Amended 11/16, Amended 11/2019).*

Lake & Geauga Area Association of Realtors® (LGAAR) notified all contiguous associations that LGAAR has applied to NAR to include the Village of Aquilla & Claridon Township (both located in the center of Geauga County) in LGAAR's territorial jurisdiction. LGAAR is required to ask contiguous associations for any objections to this request, and if any, that they would be submitted in writing. It was properly moved and seconded that no objection will be given from Youngstown Columbiana Association of Realtors® to Lake & Geauga Area Association of Realtors® request for the Village of Aquilla & Claridon Township to be included in LGAAR's assigned territorial jurisdiction from NAR. **MOTION CARRIED**

There were some complaints of the Dues Billing Due Date falling on the weekend, with no grace period for payments brought to the office the first business day after the due date. It was properly moved and seconded to recommend the following amendment to the YCAR Bylaws *Article X Section 3 Dues Payable*:

Section 3. Dues Payable. *Dues for all Members shall be ~~payable annually in advance on the fifth day of January~~ paid annually, in advance, on or before the end of business hours January fifth (5th), or the next business day thereafter if January fifth (5th) should fall on a weekend or on a holiday. Dues shall be computed from the first day of the month of the date of application and granting of provisional membership and shall be prorated for the remainder of the year.*

MOTION CARRIED This amendment will be voted upon by the membership at the 2020 General Membership Meeting or a special meeting called for that purpose.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

The mandatory Leadership Retreat for Board of Directors and Committee Chairs will be Friday January 31st at Tippecanoe Country Club at 10:00 am.

There will be a Home Snap class at YCAR for members on January 23rd at 10:00 am and 1:00 pm. There is no charge to attend this class.

The annual CE schedule is available for members to preview the classes being offered for 2020.

There being no further business, the meeting was adjourned at 9:35 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

The meeting was called to order at 9:00 AM.

Directors present: President Patrick Burgan, Past President Jerri Florio, Kathy Carroll, Sharon Drummond, Breanna Fitzgerald, Bernadette Melago, Joe Pavlick, John Potter, Affiliate Director Erik Cromer and Attorney Bryan Ridder.

Excused: President-Elect Cindi Gefert, Treasurer Dennis Gonatas, Debbie Barber & Tibitha Matheney

There were no additions to add to the agenda.

It was properly moved and seconded to approve the minutes of the January 16th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

Ralph Mantica from Dayton Realtors® came to speak to YCAR today. He is running for 2021 Treasurer of Ohio Realtors® and is looking for support from YCAR.

The financials were reviewed, covering the YTD income & expenses. (Exhibit B)

The membership report was reviewed. There are currently 572 REALTOR® members and 67 Affiliates. In January there were 611 REALTOR® members and 67 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Jessica Bush, Western Reserve Realty; Deborah Gavin, Keller Williams Chervenik, and the following transfer from WABOR to YCAR: Melina Fusillo, RE/MAX Valley Real Estate. **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

Building Advisory Committee: John Burgan

The committee minutes were discussed and filed as is. (Exhibit D)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

There was no old business to discuss today.

New Business:

It was properly moved and seconded to ratify the Ethics Hearing Panel Findings of Fact from case E-2019-10-02. **MOTION CARRIED**

The Board of Directors reviewed the NAR Model Citation Policy. Attorney Bryan Ridder will review and report to Julie Larson any concerns he has with the policy. The policy will be discussed again at the March Board of Directors meeting.

The Board of Directors discussed the 2020 General Membership meeting. The Directors would like to consider reviewing all the events for efficiency and value to the membership. More discussion will take place in March.

Realtor of the Year Nominations are being accepted. Nomination forms can be found in the February Newsletter & at the Board office. May 1st, 2020 is the submission deadline.

YSU Scholarship Applications are being accepted. Application forms can be found in the February Newsletter & at the Board office. April 25th, 2020 is the submission deadline.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

There will be a 1-hour CE, Radon, class at YCAR for members on February 11th at 10:00 am. There is no charge to attend this class. Registration required.

There will be a 3-hour CE, Ethics, class at Ciminero's for members on March 24th at 9:15 am. There is no charge to attend this class. Registration required.

There will be a 3-hour CE, Fair Housing, class at The Maronite Center for members on June 16th at 12:30 pm. There is no charge to attend this class. Registration required.

YCAR is hosting two (2) designation courses this year, the RENE on March 10th-11th and the ABR on December 2nd-3rd. Registration is available on the Ohio Realtors® website here:

<https://www.ohiorealtors.org/events/192/real-estate-negotiation-expert-rene-youngstown/>

<https://www.ohiorealtors.org/events/214/accredited-buyers-representation-abr-designation-youngstown/>

Volunteers are needed to help cut wood and build the pergolas for the YCAR/BCAAR Placemaking project Parklette in Lisbon, OH. Please email julie@ycar.org if you are willing or able to volunteer a 4 hour block of time on a weekend in February.

There being no further business, the meeting was adjourned at 10:00 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Thursday, April 9th, 2020

The meeting was called to order at 9:04 AM.

Directors present: President Patrick Burgan, President-Elect Cindi Gefert, Treasurer Dennis Gonatas, Past President Jerri Florio, Debbie Barber, Kathy Carroll, Sharon Drummond, Breanna Fitzgerald, Tibitha Matheney, Bernadette Melago, Michael Stevens, Affiliate Director Erik Cromer and Attorney Bryan Ridder.

Excused: Joe Pavlick & John Potter

There were no additions to add to the agenda.

It was properly moved and seconded to approve the minutes of the February 6th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income & expenses. (Exhibit B)

The membership report was reviewed. There are currently 582 REALTOR® members and 67 Affiliates. In February there were 572 REALTOR® members and 67 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Karina Martin, Keller Williams Chervenik Realty; Mark Douglass, BHHS Northwood Realty Services, Megan Swegan, RE/MAX Valley Real Estate, Colleen Richardson, Real Living Volpini, Danielle Kiraly, Mayo & Associates, Shawn Golden, Keller Williams Chervenik, Clay Stone, BHHS Northwood Realty Services, Brett Green, Real Living Volpini, and Anthony Giancola, EXP Realty. **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit D)

Investment Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit E)

Legislative Realtor Party Committee: Jerri Florio

The committee minutes were discussed and filed as is. (Exhibit F)

Personnel Committee: Patrick Burgan

The committee minutes were discussed and filed as is. (Exhibit G)

Trade Fair Committee: Julie Larson

The committee minutes were discussed and filed as is. (Exhibit H)

YPN Committee: Bernadette Melago

The committee minutes were discussed and filed as is. (Exhibit I)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

On Friday February 21st, 2020, it was properly moved and seconded by email vote to approve to adopt the NAR Model Citation Policy & Schedule of Fines & Discipline to the YCAR Policy Manual Section (3.6) Citation Policy & (3.7) Citation Scheduled of Fines and Discipline. **MOTION CARRIED**

On Friday March 13th, 2020, it was properly moved and seconded by email vote to approve authorizing Stifel to reinvest \$20,000 of the cash portion on the Main Account ending in 9142 into Preferred Stocks that have a high yield, fixed income. **MOTION CARRIED**

The Citation Policy Task Force put together recommendations of the Citation Panel requirements to serve and the schedule of fines for YCAR to adopt. The Board of Directors reviewed their recommendations (Exhibit J) and has requested the following be added to the Citation Policy and Schedule of Fines:

1. Define a time limit for the member to complete the required CE – 90 days recommended.
2. Allow appointment of two (2) alternate panel members that can step in to serve if any of the three (3) appointed panel members have a conflict of interest with the agent named in the complaint.
3. Revise the definition of the fee structure for the 1st and 2nd Offense to increase by \$50 if not paid within the defined thirty (30) calendar days. Attorney Bryan Ridder will provide the appropriate language to revise the definition of the fee structure.

The staff will send the recommended revisions to the Citation Policy Task Force to review. Final documents reflecting these revisions will be sent to the Board of Directors via email to vote electronically to approve the finalized policy. The Citation Policy and Schedule of Fines will be an active policy when Board of Directors approves the final revision of the policy.

New Business:

The Board of Directors reviewed the Yes-MLS meeting minutes and discussed the changes to Supra that took place over the month of March.

The Board of Directors reviewed information that was shared with YCAR about the Homes & Hops 5K Run and Walks that are planned to take place in summer 2020 to support OH WOW!

YCAR will collaborate with the local boards in mid to northeast Ohio for a full page REALTOR® advertisement promoting the REALTOR® brand in the 2020 Good Times in Ohio Publication. This will keep us working on the Core Standards activities during the Stay-At-Home Order.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

Final call for Realtor of the Year Nominations! Nomination forms can be found in the April Newsletter & at the Board (virtual) office. May 1st, 2020 is the submission deadline.

Final call for YSU Scholarship Applications! Application forms can be found in the April Newsletter & at the Board (virtual) office. April 25th, 2020 is the submission deadline.

There being no further business, the meeting was adjourned at 10:18 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting – via Zoom Video Conference

Thursday, May 7th, 2020

The meeting was called to order at 9:02 AM.

Directors present: President Patrick Burgan, President-Elect Cindi Gefert, Treasurer Dennis Gonatas, Past President Jerri Florio, Debbie Barber, Kathy Carroll, Sharon Drummond, Breanna Fitzgerald, Tibitha Matheney, Bernadette Melago, Joe Pavlick, John Potter, Michael Stevens, Affiliate Director Erik Cromer & Attorney Bryan Ridder.

There were no additions to add to the agenda.

It was properly moved and seconded to approve the minutes of the April 9th, Board of Directors meeting.

MOTION CARRIED (Exhibit A)

The financials were reviewed, covering the YTD income, expenses & PPP Loan Spending Timeline. (Exhibit B)

The membership report was reviewed. There are currently 586 REALTOR® members and 69 Affiliates. In April there were 582 REALTOR® members and 67 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Anna Maria Gaydos, Century 21 Lakeside, Lynette Blume, Weichert Realtors-Welcome Realty & Guy Blume, Weichert Realtors-Welcome Realty. **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

Budget & Finance Committee: Dennis Gonatas

The committee minutes were discussed and filed as is. (Exhibit D)

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit E)

Legislative Realtor Party Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit F)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

On Monday April 20th, 2020, it was properly moved and seconded by email vote to accept the amendments to the NAR Model Citation Policy & Schedule of Fines & Discipline and approve the YCAR Policy Manual Section (3.6) Citation Policy & (3.7) Citation Scheduled of Fines and Discipline.

MOTION CARRIED

It was properly moved and seconded by email vote to approve the following Committee appointments:

Citation Panel Members: Dan Dull, Sue Filipovich & Andrea Lupton

Alternate Panel Members: Chris Roman & Jack Pearce (If he accepts)

Grievance Committee (To replace Sue & Dan): Janice Stevens & Joan Zarlenga

MOTION CARRIED

New Business:

It was properly moved and seconded to approve the nomination of Patrick Burgan as the YCAR REALTOR® of the Year. **MOTION CARRIED**

Spring Legislative Conference for Ohio Realtors® and NAR was canceled. Fall Convention is still being planned for. NAR is offering their Spring Legislative Conference Virtually. Registration is free for all membership.

YCAR Staff are back in the building on rotating shifts, part time for the time being. They continue to work from home as well. Members can make an appointment for assistance, if they have an issue than cannot be resolved via phone, fax, or email. All members MUST wear a mask to enter the building for their appointment. Staff have been provided with masks to wear as well.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

Preregistration for 1099 applications for unemployment is available online. It is still unknown when the applications will officially be opened. When applications are available, the CARES Act is retroactive to February 3rd, 2020.

There being no further business, the meeting was adjourned at 9:44 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting – at the Hampton Inn & Suites in Canfield

Thursday, July 9th, 2020

The meeting was called to order at 8:54 AM.

Directors present: President Patrick Burgan, President-Elect Cindi Gefert, Treasurer Dennis Gonatas, Past President Jerri Florio, Kathy Carroll, Sharon Drummond, Breanna Fitzgerald, Bernadette Melago, John Potter, Michael Stevens, Affiliate Director Erik Cromer & Attorney Bryan Ridder.

Excused: Debbie Barber, Tibitha Matheney & Joe Pavlick

There was one addition to add to the agenda. It was properly moved and seconded to approve adding Memorial/Tribute to New Business. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the May 7th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income, expenses. (Exhibit B)

The membership report was reviewed. There are currently 589 REALTOR® members and 70 Affiliates. In May there were 587 REALTOR® members and 69 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Carla Daniel, Liberty Home Services, Mem Sanders, Real Living Volpini Realty & Gretchen Merritt, Real Living Brokers Group. **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

Budget & Finance Committee: Dennis Gonatas & Joe Kilgore (Exhibit D)

The committee minutes were discussed and filed with the following motion approved: It was properly moved and seconded to approve a dues reduction for the 2021 dues season upon finalization of the plan submitted by the Budget & Finance Committee. **MOTION CARRIED**

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit E)

Nominating Committee: Patrick Burgan (Exhibit F)

The committee minutes were discussed and filed with the following motion approved: It was properly moved and seconded to approve recommending to the membership to extend the term limit of all current Officers and Board of Directors by one year, so the Board of Directors will stay as is for the 2021 calendar year. **MOTION CARRIED**

Realtor Party Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit G)

Trade Fair Committee: Julie Larson

The committee minutes were discussed and filed as is. (Exhibit H)

YPN Committee: Bernadette Melago

The committee minutes were discussed and filed as is. (Exhibit I)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

There was no old business to discuss.

New Business:

It was properly moved and seconded to approve the recommendation of Attorney Bryan Ridder to cancel in person events and in person meetings held at YCAR through the end of 2020. **MOTION CARRIED** Meetings and events may be held virtually and the Board of Directors will revisit this for 2021.

Yes-MLS BOD minutes were shared with the Directors to review and share with their offices. (Exhibit J)

Dayton REALTORS® has endorsed A.J. Frye for the open NAR Director seat that Ohio REALTORS® will have for 2021. A.J. sent us her resume to consider her when YCAR's OR Directors vote in the fall. (Exhibit K)

A "Wavy Petunia" hanging basket will be sent to Joe Zidian in memory of his wife, Diana, and a plaque will be ordered to hang at YCAR, honoring Jack Pearce and his contributions to the YCAR Board over the years.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

It is not too late to sign up for the virtual Ethics Class next Thursday. The flyer is included to share with your offices. (Exhibit L)

There being no further business, the meeting was adjourned at 10:00 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting – via Zoom
Thursday, August 6th, 2020

The meeting was called to order at 9:03 AM.

Directors present: President Patrick Burgan, President-Elect Cindi Gefert, Treasurer Dennis Gonatas, Debbie Barber, Kathy Carroll, Sharon Drummond, Breanna Fitzgerald, Tibitha Matheney, Bernadette Melago, Michael Stevens, Affiliate Director Erik Cromer & Attorney Bryan Ridder.

Excused: Jerri Florio & John Potter

There were two additions to add to the agenda. It was properly moved and seconded to approve adding Realtor® Relief Dues Decrease Plan to Old Business and Ohio Realtors® Fair Housing Statement to New Business. **MOTION CARRIED**

It was properly moved and seconded to approve the minutes of the July 9th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income, expenses. (Exhibit B)

The membership report was reviewed. There are currently 593 REALTORS® and 70 Affiliates. In July there were 589 REALTORS® and 70 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Haley Luckage, Burgan Real Estate, Sarah Rossler, Real Living Volpini Realty and to welcome back agents re-activating their license: Katie Centofanti, Town One Realty & Terry Dobson, Next Home Go30. **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit D)

Realtor Party Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit E)

Safety Committee: Dennis Gonatas

The committee minutes were discussed and filed as is. (Exhibit F)

Trade Fair Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit G)

YPN Committee: Bernadette Melago

The committee minutes were discussed and filed as is. (Exhibit H)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

The Board of Directors discussed the conflicts between Roberts Rules of Order and the Bylaws if we were to propose a change regarding an extension of the current board term limits. It was properly moved and seconded to send the previously approved proposal of current board term extensions to the Nominating Committee to consider for the 2021 Slate of Directors & Officers. **MOTION CARRIED**

The Double Secret Dues Task Force met yesterday and prepared the requested roll-out plan to present to the Board of Directors. It was properly moved and seconded to approve the proposed

Realtor® Relief Dues Decrease to \$200 for the 2021 year and the roll-out plan to notify membership of the dues decrease. **MOTION CARRIED** (Added Exhibit)

New Business:

The Board of Directors need to plan the annual meeting for membership. The Board would like to know if Robert's Rules of Order allows for us to hold the Annual Meeting virtually. Attorney Bryan Ridder will investigate this and report back to the Board of Directors.

The Board would like to see all committees unified in their efforts to support the President's Charity each year in their monetary fundraisers, even if time and item donations are collected for other charities as well.

Ohio Realtors® is hosting the Annual Convention virtually for 2020. Registration is FREE to all membership. CE will be offered at the low cost of \$20.20.

Ohio Realtors® provided each local association yesterday with a statement regarding to the changes made to the Federal Fair Housing Act that will be released. Each board has been given the opportunity to be listed as a signatory to this statement. Since insufficient notice and information was provided, the Board is unable to adequately decide or respond to the request. (Added Exhibit 2)

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

Please consider participating and/or donating to the Virtual Trivia Night for Charity and the Virtual RPAC Auction. (Flyers attached)

There being no further business, the meeting was adjourned at 10:22 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

YOUNGSTOWN COLUMBIANA ASSOCIATION OF REALTORS®

General Membership Meeting Recap

Via Zoom

Wednesday, September 16th, 2020

This year's General Membership meeting was virtual via Zoom. 72 members attended this year.

After the Pledge of Allegiance, President Patrick Burgan declared a Quorum Present of our membership.

For our award recipients, we first celebrated Sherry DeMar & Karen Skerkavich for reaching the NAR REALTOR® Emeritus Status. Then we had the honor of presenting the YCAR REALTOR® of the Year award to the chosen nominee, Patrick Burgan. Finally, we had the privilege of recognizing the 94 members of YCAR who achieved Ohio Realtor's President's Sales Club Awards!

We shared upcoming events, ways to get involved with YCAR, and the new \$72 reduction in the 2021 local dues for YCAR.

We moved on to vote on a proposed change to the YCAR Bylaws from **Article X "Dues, Assessments & Finances", Section 3 "Dues Payable"**. The proposed changes were emailed to all members several times in the weeks prior to General Membership Meeting. It was properly moved and seconded to approve the proposed changes to the language to read as below:

Article X Section 3:

"Dues for all Members shall be ~~payable annually in advance on the fifth day of January~~ paid annually, in advance, on or before the end of business hours January fifth (5th), or the next business day thereafter if January fifth (5th) should fall on a weekend or on a holiday. Dues shall be computed from the first day of the month of the date of application and granting of provisional membership and shall be prorated for the remainder of the year." MOTION CARRIED

Finally, the Slate of Nominees for the Officer & Director positions were announced and the floor was opened for nominations from the membership as well. No nominations were given from the floor. It was properly moved and seconded to approve the proposed Slate of Officers & Directors for the ballot. **MOTION CARRIED.**

Thank you to everyone who attended this year's General Membership Meeting. To those who could not make it, we hope you will join us next year!

Respectfully Submitted,

Julie Larson

Chief Executive Officer

Youngstown Columbiana Association of REALTORS®

Board of Directors Meeting – via Zoom

Thursday, October 1st, 2020

The meeting was called to order at 9:01 AM.

Directors present: President-Elect Cindi Gefert, Treasurer Dennis Gonatas, Immediate Past President Jerri Florio, Debbie Barber, Kathy Carroll, Sharon Drummond, Breanna Fitzgerald, Tibitha Matheney, Bernadette Melago, John Potter & Attorney Bryan Ridder.

Excused: President Patrick Burgan, Michael Stevens, Affiliate Director Erik Cromer

Unexcused: Joe Pavlick

There were no additions to add to the agenda.

It was properly moved and seconded to approve the minutes of the August 6th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income, expenses. (Exhibit B)

The membership report was reviewed. There are currently 613 REALTORS® and 70 Affiliates. In July there were 593 REALTORS® and 70 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Sierra Zirillo, Keller Williams Chervenik; Brendan Keating, RE/MX Valley Real Estate; Laura Rae Williams, NextHome Go30; Devin Telshaw, Kelly Warren & Associates; Jennifer Tierney, Keller Williams Chervenik Realty; Lorraine D'Amico, D'Amico Agency Real Estate; Derrick McQueen, Burgan Real Estate; Amy Stillings, Vayner Realty; Kyla Wells, Century 21 Lakeside; William Woods, BHHS Northwood Realty Services; Kelly Klem, Keller Williams Chervenik; Jeremy Hernan, BHHS Northwood Realty Services; Joseph Sauceman, Keller Williams Chervenik; Michelle Pike, BHHS Northwood Realty Services; welcome to a New Broker: Keller Williams Premier, Kristen Hart; welcome new Secondary Member: Don Schettler, Keller Williams Premier and to welcome back agents re-activating their license: Joshua Conley, Century 21 Lakeside; Holly Haas, Kelly Warren & Associates; Christina Runge, Kelly Warren & Associates; Terry Dobson, NextHome Go30; and Billy Tentler, Century 21 Lakeside. **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

Golf Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit D)

Investment Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit E)

Realtor Party Committee: Cindi Gefert

The committee minutes were discussed and filed as is. (Exhibit F)

Safety Committee: Dennis Gonatas

The committee minutes were discussed and filed as is. (Exhibit G)

YPN Committee: Bernadette Melago

The committee minutes were discussed and filed as is. (Exhibit H)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

There was no old business to discuss today.

New Business:

The Board of Directors reviewed the name application of Stark County Association of Realtors® & Warren Area Board of Realtors® and the NAR association name criteria. It was properly moved and seconded to approve sending a letter of objection to NAR for the proposed name of Hometown REALTORS®. This proposed name does not describe the geographical location of the new board and can be misleading, as outlined in NAR Criteria #4. **MOTION CARRIED**

The Board review the Yes-MLS Board of Director minutes. The new “MLSNow” name and trademark will be released sometime this fall.

The board reviewed a few highlights from the Ohio Realtors® Annual Convention. State dues will remain the same for 2021. The Technology Helpline will continue for 2021. Ohio Realtors® is planning to go back to in-person meetings starting with the Winter Conference in January 2021.

The Board reviewed a request from member Charley Althof. It was properly moved and seconded to approve waiving the local dues for Paul Bevilacqua for the 2021 dues season, to thank him for all the dedicated service he has given to YCAR over the years. **MOTION CARRIED**

It was properly moved and seconded to approve resuming in-person meetings at the YCAR board & in-person events, effective immediately. Social distancing and wearing of masks will still be adhered to. **MOTION CARRIED**

EXECUTIVE SESSION (Addendum I)

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

Please consider participating and/or donating to the Virtual Trivia Night for Charity. (Flyer attached).

DeTerra Drug Disposal bags are available at the Board for use. (Flyer attached).

There being no further business, the meeting was adjourned at 9:56 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting – via Zoom

Thursday, November 5th, 2020

The meeting was called to order at 9:03 AM.

Directors present: President Patrick Burgan, Treasurer Dennis Gonatas, Immediate Past President Jerri Florio, Debbie Barber, Kathy Carroll, Sharon Drummond, Breanna Fitzgerald, Tibitha Matheney, Bernadette Melago, John Potter, Michael Stevens, Affiliate Director Erik Cromer & Attorney Bryan Ridder.

Excused: President-Elect Cindi Gefert, Joseph Pavlick

There were no additions to add to the agenda.

It was properly moved and seconded to approve the minutes of the October 1st, Board of Directors meeting.

MOTION CARRIED (Exhibit A)

The financials were reviewed, covering the YTD income, expenses. (Exhibit B)

The membership report was reviewed. There are currently 628 REALTORS® and 70 Affiliates. In October there were 613 REALTORS® and 70 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Lindsay Campbell, Keller Williams Chervenik; Elisa Weaver, Vayner Realty; Rachel Draa, Keller Williams Chervenik; Kristen DeWitt, Keller Williams Chervenik; Tracy Martin, Century 21 Lakeside; Paul Ott, Keller Williams Chervenik; Joshua Allen, Burgan Real Estate; Melissa Birmingham, Burgan Real Estate; Ashley Montalvo, Burgan Real Estate; Braxton Wessell, Burgan Real Estate; Karl Reph, Burgan Real Estate; Stephanie Clark, Keller Williams Chervenik; Kasey McMillan, Keller Williams Chervenik; welcome to a New Broker: TG Real Estate, Stephanie Solomon (broker) Rollin Gosney (Manager); Secondary Broker: Keller Williams Premier, Tom Trigg; and to welcome back agents re-activating their license: Jennifer Tierney, Keller Williams Chervenik **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

Personnel Committee: Patrick Burgan

The committee minutes were discussed and filed as is. (Exhibit D)

Budget & Finance Committee: Dennis Gonatas & Joe Kilgore

The committee minutes were discussed and filed as is. (Exhibit E)

Realtor Party Committee: Jerri Florio

The committee minutes were discussed and filed as is. (Exhibit F)

Strategic Planning Committee: Jerri Florio

The committee minutes were discussed and filed as is. (Exhibit G)

YPN Committee: Bernadette Melago

The committee minutes were discussed and filed as is. (Exhibit H)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

There was no old business to discuss today.

New Business:

The Board of Directors discussed the use of Board contracts in transactions with agents from other surrounding associations. A specific contract does not need to be required, nor is prohibited from use by clients of members of another association if working together on a closing in the same transaction.

The Board review the President's 2021 Committee & Chair Appointments. There are still a few openings available. Please let President Burgan know if you are interested in volunteering for a committee.

Last month the Board approved resuming in-person meetings at the YCAR board & in-person events, with proper social distancing and wearing of masks to be adhered to. Due to the increasing Covid cases, the Board would like to continue with Zoom meetings and will let the committees decide month to month which meetings shall continue to remain on Zoom. The basement conference room does not have enough space to properly distance more than 10 individuals.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

President Burgan requested a pair of bolt cutters be purchased for YCAR to loan to agents in case a new Supra Lock iBox Battery dies.

There being no further business, the meeting was adjourned at 9:56 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer

Board of Directors Meeting – via Zoom

Thursday, December 10th, 2020

The meeting was called to order at 9:04 AM.

Directors present: President Patrick Burgan, President-Elect Cindi Gefert, Treasurer Dennis Gonatas, Immediate Past President Jerri Florio, Debbie Barber, Kathy Carroll, Sharon Drummond, Breanna Fitzgerald, Tibitha Matheney, Bernadette Melago, John Potter, Michael Stevens, Affiliate Director Erik Cromer & Attorney Bryan Ridder.

Excused: Joseph Pavlick

There were no additions to add to the agenda.

It was properly moved and seconded to approve the minutes of the November 5th, Board of Directors meeting. **MOTION CARRIED** (Exhibit A)

The financials were reviewed, covering the YTD income, expenses. (Exhibit B)

The membership report was reviewed. There are currently 640 REALTORS® and 69 Affiliates. In November there were 628 REALTORS® and 70 Affiliates. It was properly moved and seconded to approve the Provisional REALTOR® membership of Realtor applicants: Karl Reph, Burgan Real Estate; Lori Sox, Keller Williams Chervenik; Ann Wallace, Real Living Volpini; George Wallace, Real Living Volpini; Ryan Cunningham, Kelly Warren & Assoc.; Savannah Babcock, Burgan Real Estate; Olyvia Bates, Keller Williams Chervenik; Dominic Cooper, More Options Realty; Bryant Boyd, TG Real Estate; Jordan Peterson, Real Living Volpini; welcome to a New Secondary Broker: Venture Home Real Estate, Adam Hoppel (broker); William Zamarelli Inc, David Zamarelli; and to welcome agents transferring to YCAR from SCAR & BCAAR: Dan Alvarez, Melissa Alvarez, Mariyah Hill & Melissa Palmer with Real Living Brokers Group; Gus & Melissa Seckler with Howard Hanna; Stephanie Solomon with TG Real Estate; and Cheryl & Michelle Stevens with William Zamarelli Inc. **MOTION CARRIED.** (Exhibit C)

Committee reports were filed as follows:

Budget & Finance Committee: Dennis Gonatas & Joe Kilgore
The committee minutes were discussed and filed as is. (Exhibit D)

YPN Committee: Bernadette Melago
The committee minutes were discussed and filed as is. (Exhibit E)

It was properly moved and seconded to approve all the committee reports. **MOTION CARRIED**

Old Business:

There was no old business to discuss today.

New Business:

The Board of Directors discussed the meeting minutes from the Yes-MLS Shareholder meeting in November. It was properly moved and seconded to approve YCAR voting in favor of a Director from Lorain County Association, East Central Association or Coshocton Association to represent the small shareholder boards in a Director seat on the Yes-MLS Board of Directors. **MOTION CARRIED.**

The Board reviewed the NAR Changes to the Professional Standards Policies, Bylaws and Code of Ethics Article 10-5. (Exhibit G).

The Board reviewed the NAR changes to Core Standards requirements for 2021. (Exhibit H).

There will be a member survey sent out today with questions about services we offer to members and changes they may like to see. Please take a few minutes to complete this survey.

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

Open Discussion:

There was no open discussion.

There being no further business, the meeting was adjourned at 9:50 AM.

Respectfully submitted,
Julie Larson, Chief Executive Officer